

Message Text

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SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0064

2. 042975

3. E. TOLMAN

4. 122 CANADA

5. ID

6(A) WRITE, CALL, CABLE
6(B) PETER GRAHAM, EXECUTIVE DIRECTOR
6(C) NATIONAL ASSOCIATION OF INDEPENDENT BUILDING
MATERIALS' DISTRIBUTORS
8400 COTE DE LIESSE RD.
MONTREAL, P.Q., CANADA

7. TELEPHONE: (514) 735-6187
TELEX: 05-24203

8. --

10. DESCRIPTION

242XXXX-0000 SAWMILL AND PLANING MILL PRODUCTS
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243XXXX-0000 MILLWORK, PLYWOOD AND STRUCTURAL MEMBERS

249XXXX-0000 MISCELLANEOUS WOOD PRODUCTS
25412XX-0000 PLASTIC LAMINATES
26610XX-0000 BUILDING PAPER AND BOARD

THE NATIONAL ASSOCIATION OF INDEPENDENT BUILDING MATERIALS' DISTRIBUTORS IS OWNED AND OPERATED BY 12 LARGE, INDEPENDENTLY-OWNED BUILDING PRODUCT DISTRIBUTORS WHOSE COMBINED ANNUAL SALES EXCEED DOLLARS 150 MILLION A YEAR. MEMBER COMPANIES OWN A COMBINED TOTAL OF 33 DISTRIBUTION CENTERS LOCATED ACROSS CANADA FROM NEWFOUNDLAND TO BRITISH COLOMBIA. THEY EMPLOY OVER 160 MANAGERS AND SALESPERSONS, AND MORE THAN 700 OTHER WORKERS. WAREHOUSE SQUARE FOOTAGE TOTALS 971 THOUSAND FEET. CARLOAD SALES OF STRUCTURAL PLYWOOD IN FY 74 TOTALED 3,745, AND OTHER BUILDING MATERIAL 4,701. COMBINED INVENTORY AND INVESTMENT TOTALED DOLLARS 21 MILLION AND DOLLARS 51 MILLION RESPECTIVELY. PRINCIPLE PRODUCTS DISTRIBUTED BY THE MEMBER COMPANIES INCLUDE LUMBER, PLYWOOD, PARTICLE BOARD, ROOFING, PANELLING, FLOORING, INSULATION, PLASTIC LAMINATES, PLASTIC BUILDING PRODUCTS, DOOR HARDWARE, SHINGLES, DOORS, STAIRS (I.E., ALL TYPES OF BUILDING PRODUCTS EXCEPT PAINTS, PLUMBING, STRUCTURAL STEEL, CONCRETE). LARGE VOLUMES OF THESE PRODUCTS ARE ALREADY IMPORTED FROM THE U.S. BY THE MEMBER COMPANIES BUT NEW PRODUCTS AND NEW VARIETIES OF EXISTING PRODUCTS ARE CONSTANTLY SOUGHT. THE ASSOCIATION ALSO WOULD LIKE TO HEAR FROM MANUFACTURERS WHO SUPPLY STANDARD PRODUCTS AND WHO DO NOT NOW HAVE ACCESS TO THE CANADIAN MARKET. INFORMATION SHOULD BE DIRECTED TO THE ASSOCIATION FOR DISTRIBUTION TO THE 12 MEMBER COMPANIES.
HARPER

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